



SAIC - We Take It Personally

Our vision, values and exceptional people contribute to our success

Presentation to the Marshall Small Business Alliance

Dan Harris – Senior Vice President

Bruce Emerson – Senior Subcontract/Procurement Manager

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Our Company

SAIC is a FORTUNE 500® scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health.

Our Core Values & Purpose



Our Successes

39 years of continuous growth

- \$8.9 billion in annual revenues for FY 2008
- Fortune 500® company – #289

Superb staff of qualified professionals

- Approximately 44,000 personnel worldwide
- 10,000 employees with advanced degrees
- 19,000 with security clearances

Key positions on initiatives of national importance

- National security
- Intelligence
- Homeland defense
- Cancer research

Leading provider of contracted R&D services

All figures current as of April 2008.

Market Leadership

SAIC uses its deep domain knowledge to solve problems of vital importance to the nation and the world.

#2 Top GSA Contractors

Government Executive – September 2007

#2 Top GSA Vendors

Federal Times – May 2007

#2 Top Professional Services Contractors

Federal Times – April 2007

**#4 America's Most Admired Companies:
Information Technology Services**

Fortune – March 2008

#5 Top Federal Integrators

GovernmentVAR – July 2007

#5 Top Technology Contractors

Government Executive – September 2007

#5 Top Federal Prime Contractors

Washington Technology – May 2007

#289 Fortune 500

Fortune – April 2008

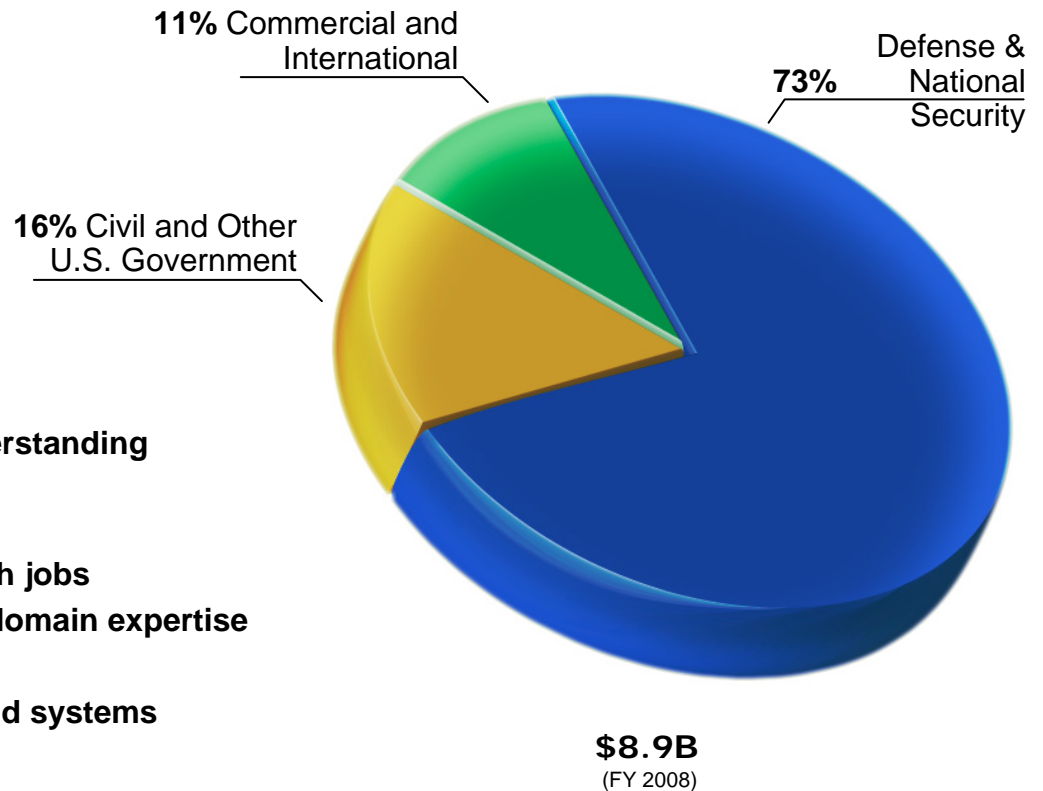
SAIC Business Overview

Business Areas

- Energy
- Environment
- National Security
- Critical Infrastructure
- Health
- Research and Development

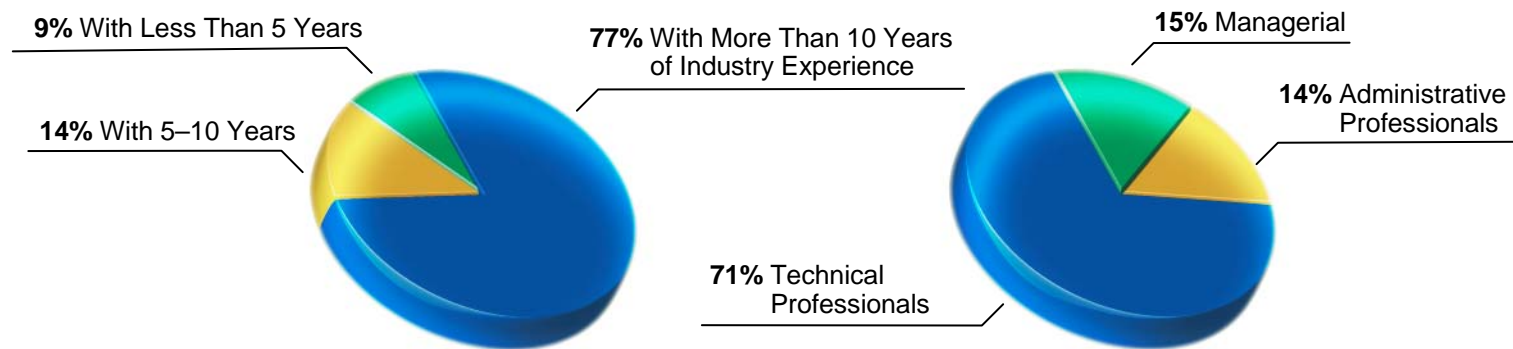
Competitive Strengths

- Customer focus leads to in-depth understanding of customer missions
- Platform independence
- Reputation for succeeding on the tough jobs
- Breadth and depth of technology and domain expertise
- Proven management track record
- Proven best practices, technologies and systems

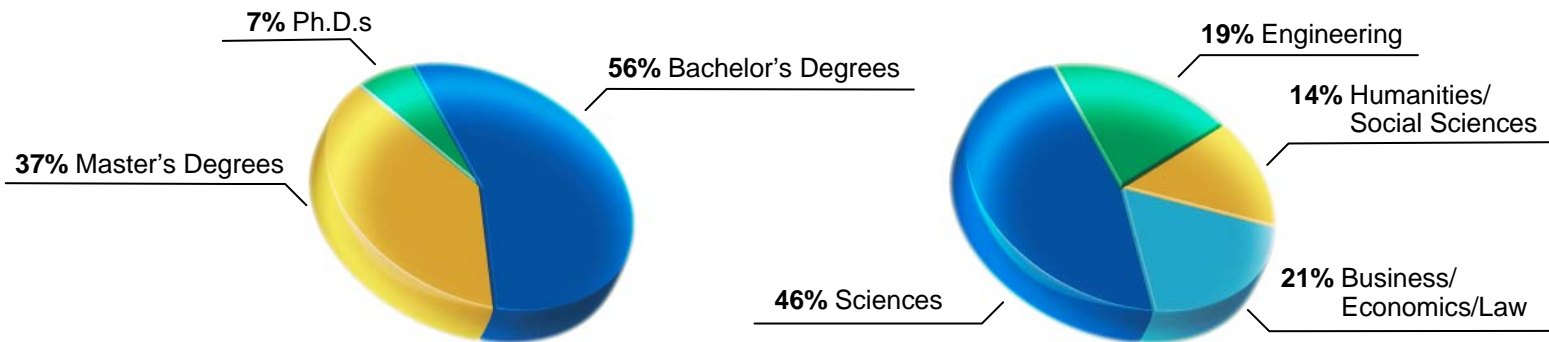


SAIC's Most Valuable Assets

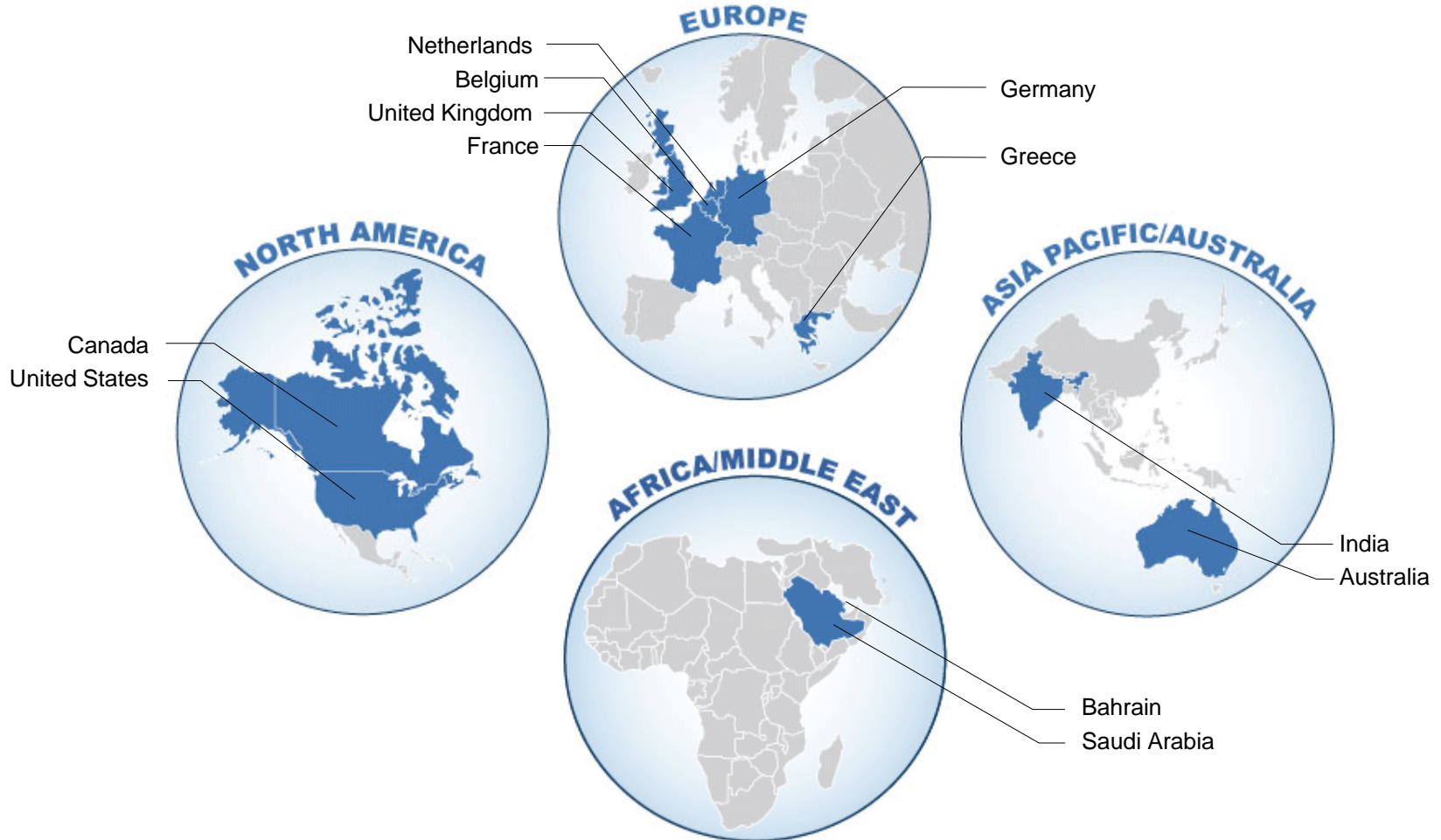
Experienced Technical Staff



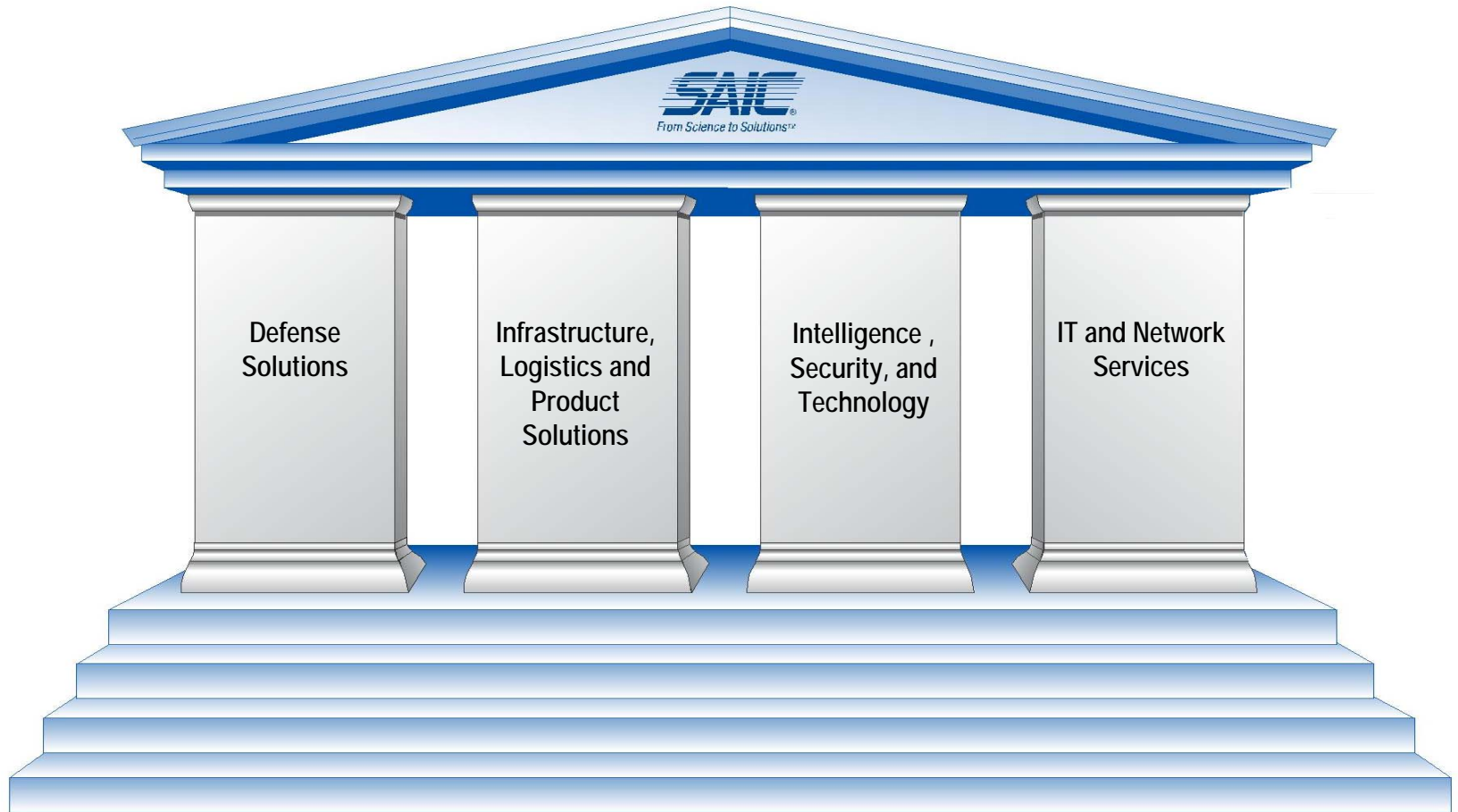
Highly Educated Professional Staff



Global Delivery Capabilities



Company Organization



Energy

Hurricanes Katrina and Rita destroyed communities and infrastructure when they crashed into the Gulf Coast. Three hundred SAIC professionals worked beside employees from the primary power company in the region to restore vital power across Mississippi, Louisiana and Texas.

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Next Generation Oilfield

SAIC is the prime contractor providing consulting and systems integration support to some of the world's top oil and gas companies and their tier-one suppliers to develop cutting-edge IT to support the oilfield of the future



IT Professional Services

SAIC is a major provider of IT outsourcing, systems integration and business consulting for leading energy and biopharmaceutical companies

Environment

Working with multidisciplinary teams, SAIC supports global warming and weather warning systems.

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National Data Buoy Center Support

SAIC is the prime contractor supporting NOAA Marine Observation Network and Deep-ocean Assessment and Reporting of Tsunamis (DART) systems



NASA Studies and Assessments

SAIC is the prime contractor for engineering and cost analyses, concept study evaluations and independent assessment supporting NASA's Earth and Space Science acquisition programs



Environmental Services

SAIC provides environmental engineering, consulting and remediation services to Fortune 500® companies

National Security

For decades, SAIC has provided command, control, and communications (C3) systems to support warfighters at sea, on land or in the air.

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Future Combat Systems

SAIC shares lead systems integrator status with The Boeing Company on the Department of Defense's (DoD's) second-largest program – Future Combat Systems. FCS is the Army's principal transformation program and will be the foundation of a rapidly deployable, network-centric force



Global Information Grid-Bandwidth Expansion

SAIC broke new ground in optical mesh technology and inserted high-speed, high-capacity fiber backbone to provide a global, complex network solution in DoD's worldwide information network



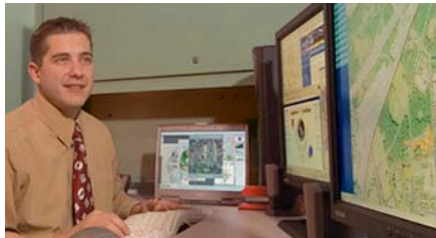
Navy "Seaport" Systems Support

SAIC is one of the leaders in prime awards since April 2004 supporting significant system modernization in major Navy commands

National Security

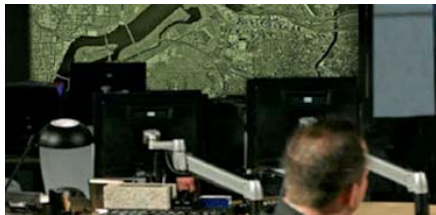
Whether they're wearing 40 pounds of body armor in the 110-degree Iraqi desert or developing ways to extract intelligence data, SAIC employees work shoulder to shoulder with intelligence and military personnel to help fight the war on terrorism.

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Joint Intelligence Operations Capability-Iraq (JIOC-I)

SAIC is a vital integrator helping DoD implement its vision and architecture for fusing national and tactical intelligence in Iraq



Information Assurance

SAIC is a key non-hardware solutions provider within the intelligence community directly supporting customer strategies



Coast Guard 24/7 Watch Program

SAIC supports the entire range of Coast Guard intelligence requirements, from the Commandant's daily briefings to intelligence and information systems support

Critical Infrastructure

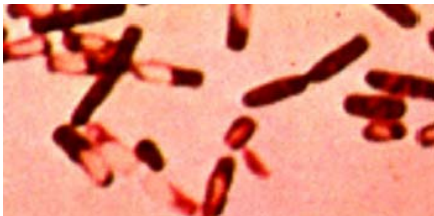
When a hijacked Boeing 757 slammed into the Pentagon on September 11, 2001, SAIC staff joined others in risking their lives to help others escape the burning building.

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Integrated Container Information System (ICIS)

ICIS provides an integrated state-of-the-art system solution to the shipping industry's challenge of enhancing container security with minimal impact to the flow of commerce



BioSense

SAIC is working with the Centers for Disease Control and Prevention to develop a national biosurveillance infrastructure to improve early detection of major disease outbreaks and bioterrorism attacks



IT Engineering Support Services (ITESS)

SAIC is the Department of Homeland Security's prime contractor under ITESS, the systems management and integration contract supporting Immigration and Customs Enforcement (ICE) and Citizenship and Immigration Services (CIS) efforts

Critical Infrastructure

A roadside bombing stops a convoy carrying emergency fuel to a supply depot. Using SAIC technology, the logistics commander has the information at hand to find and divert another convoy in time.

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DLA Prime Vendor

SAIC is DLA's largest prime vendor for maintenance, repair and operations (MRO) material, and manages the supply chains for U.S. Army vehicle and U.S. Navy aviation spare parts.



Federal Traffic Management

SAIC supports Federal Highway Administration and Federal Motor Carrier Safety Administration by developing and fielding solutions that reduce highway congestion and improve motorist safety



DLA Asset Visibility

SAIC provides worldwide asset visibility and location tracking of material for all Services through a Web-enabled network of information servers

Health

Working with the National Cancer Institute to aid research, SAIC helps manufacture potential vaccines for testing against malaria, HIV, anthrax, Ebola, West Nile virus and influenza. We also aid research in new drug delivery devices, including nanotechnology devices, to deliver cancer therapeutic agents at the cellular level.

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Cancer and AIDS Research

SAIC operates a world-class cancer/AIDS research facility for the National Cancer Institute in Frederick, Md., and designed and built a cutting-edge cancer research and collaboration computing grid



Military Health Systems Support

SAIC is the prime contractor for site operation IT support for clinical systems at military treatment facilities worldwide and has supported those systems for 20 years



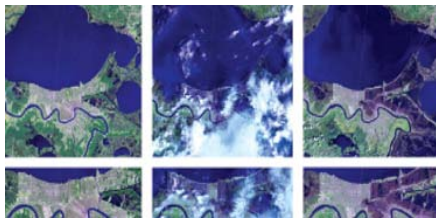
National Library of Medicine

In support of the NIH, SAIC microbiologists conducted scientific data analysis, data processing and quality assurance for the production and maintenance of GenBank, the nucleotide sequence database

Research and Development

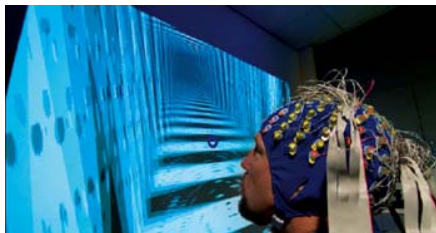
Imagine an aircraft so advanced and complex that SAIC engineers had to invent entirely new instruments and experiments to test its capabilities. That aircraft is the F-22A Raptor, perhaps the most technologically advanced aircraft in the world.

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Geospatial Information

SAIC exploits multiple geospatial data types for many uses, including national and tactical geospatial intelligence (GEOINT), natural resource utilization, environmental analysis and disaster response



Cognitive Applications

Using tools like Bayesian and neural networks, conceptual graphs and machine learning, SAIC is blurring the man-machine interface to improve future system capability, efficiency and reliability

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Huntsville Alabama

- United NASA Information Technology Services
- Performance Based: Provide IT services to meet the following requirements:
 - Network Information Services: Services include IT security, wide area network, control center, data center, applications, Digital Television (DTV), Russia IT support, and customer support.
 - Computing Services: Services include Mainframe, Mid-Range, and Server Data Center operations, Common Badging Access System, NOMAD Messaging Systems, Data Base and System Administration services.
 - Integrated Enterprise Management Program (IEMP) Integration Services: Services are provided to the IEMP Integration Project Office (IPO) at MSFC. These services include infrastructure support, module project support, and operations and sustaining support.
 - Marshall IT Services: Services include applications, web, midrange computer systems, telecommunications, IT security, audiovisual information, documentation repository, hardware maintenance, IT procurement, and customer support.
- Contract Type: Cost Plus Award Fee
- Contract provides personnel and support to most NASA Centers in the US and to Russia – managed out of Marshall Space Flight Center.

SAIC's Philosophy – “Small Business is Good Business”

- Small Businesses provide tremendous value to our customers
- Small Businesses bring new ideas, innovations, capabilities and diversity to our customers and SAIC
- SAIC is committed to effectively working with and using Small Businesses
- Small business is good business and is critical to SAIC's success.

SAIC is Organized to Support Small Business

- A Corporate Oversight Committee that includes SAIC executives and members of SAIC's Board of Directors monitors overall performance of the Small Business Program
- SAIC's Small Business Program Office oversees the following:
 - Assist our small business partners in identifying and developing new business opportunities
 - Provide marketing and bid assistance
 - Monitor and manage compliance with small business participation plans
 - Conduct small business assessments
 - Measure and report performance
- Small Business Advocates are assigned to our line organizations
- SAIC is serious about our Small Business Commitments

Teaming – What Does SAIC Look For

- Skills – What is it that you do best
 - Niche Technical and Functional Expertise
 - Employees with Certified/Desired Skills
 - Skills that complement SAIC’s capabilities as a whole and on specific opportunities
- Past Performance
 - Subcontracting performance on related efforts
 - Prime contracting experience
- “Marketability” – Customer Knowledge
 - Customer Knowledge – Do you know them and the “real environment”? Do they know you?
 - Active Teaming = Good Teaming
- Type of Business – SB/SDB/WOB/HUBZone/SDVOB/VOB
- Strong Financial Capabilities – essential in exploring set-aside opportunities

Other Key Factors

- Hiring of cleared people – invest in obtaining/retaining clearances
- High profile projects will often include certification requirements
 - SEI-CMMI
 - ISO
 - Six Sigma
 - EVMS
- Enhance knowledge of federal acquisition environment
 - Understand the lifecycle of an acquisition
 - Understand the diversity of contracting vehicles
 - “Politics” – Budget process, personnel changes, *leverage*
- PERFORM, PERFORM, PERFORM

Where You Can Play

- **Defense**

- C2/C3/C4I
- System Integration
- Net-Centric warfare
- Modeling and simulation
- Force transformation
- Missile defense

- **Intelligence**

- Information collection and analysis
- Information sharing and dissemination
- Geospatial Intelligence and imagery
- Space operations

- **Health Solutions**

- Information Technology
- Public Health
- Life Sciences
- Health Services

- **Homeland Defense**

- Border and transportation security
- Infrastructure protection
- Emergency preparedness
- First responder training

- **Logistics and Product Support**

- Supply chain management
- Product sustainment
- Fleet management and support
- Asset visibility and tracking

- **Areas of Growth**

- Cyber
- Space Superiority
- Energy
- Global Climate Change
- Health

The Subcontracting Process – “I want to work with you”

- SAIC teams up front
 - Teaming discussions begin well in advance of an opportunity
 - Requires active marketing
 - Selectively add-on members post award
- Outreach really means “Reaching Out”
 - Attend Acquisition Industry Days
 - Trade Associations and Other Networking Events
 - Identify opportunities and organizations that mesh with your focus

Teammate Selection Process

To be considered for future teaming opportunities with SAIC, the first step is to submit or update your company profile to our small business database. SAIC program managers, business developers and contracts and procurement personnel access this database actively to identify capable small businesses that meet their needs on current and upcoming programs.

SAIC employs the following criteria in selecting small businesses to participate in its procurement and acquisition process.

- Niches/capabilities
- Customer Knowledge
- Past Performance
- Financial Stability

Almost all subcontracting activity is accomplished through upfront

Therefore, it is critical that small businesses interested in teaming have a statement of work contained in a procurement.



We know that small businesses can bring innovation and knowledge that can offer a competitive position. When SAIC is pursuing a specific procurement opportunity, teammates are selected early, sometimes six months before the solicitation's release.

Our concept of teaming works both ways. In addition to priming efforts, SAIC also works with select qualified small businesses in pursuing strategic set-asides where SAIC can bring strength to the team.

Calendar of Events

Small Business Conferences

TIME FRAME	PLACE	EVENT
August	Phoenix, AZ	GSA "Opening Doors for Small Busniess"
August	Nashville, TN	Mentor Protégé Presidents Forum
September	Washington, DC	National Minority Enterprise Development Week
September	Chicago, IL	21st Annual Entrepreneurial Women's Conference, Women's Business & Buyers Mart
October	McClellan, CA	GovLink Conference 2007
October	Miami Beach, FL	National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Fair
November	Washington, DC	Historically Black Colleges/Universities & Minority Institutes Summit
December	Little Rock, AR	Business Matchmaking Regional Face-to-Face Event Southcentral Regional

Points of Contact

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Protecting our country.



We take it personally.

SAIC.com
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There is no job more important to SAIC than keeping America safe. We're a Fortune 500 company whose 44,000 people take pride in knowing that we're trusted to make a difference. We're called upon to make our ports safer, support the search for cancer cures and help fight the global war on terror. We make a difference in the security of our country. It's something we take personally.

SAIC
From Science to Solutions